

MDRT Day

in Thessaloniki, Greece

Thessaloniki,
19th-21st
September 2024

Women's Brainstorming Session:
September 19th at The MET Hotel

**Secure today...
Thrive tomorrow**
Commitment is always a choice!

Main Event and Managers Panels:
September 20th & 21st at Porto Palace Hotel



#GOAL #PLAN #SUCCESS #REWARD.
#WINTHEBALANCE
#YOURLIFE

After 2 years of running her own company , on September 23, 2012 she became seriously ill and lost her business. Looking for money, she became an insurance agent, in December 2014 in 2016 she became one of the Managers at PZU Życie SA and recruited her team independently. Just 2 years later, in 2018, she was promoted to Director of the Agency Unit and expanded her structure with great people from different branches, in May 2020 she became Director of the Sales Area, which enabled her to recruit Managers and expand her structure. Eight years of management, they have always been in the top ten, only in 2020 they were in the top twenty, the lack of ability to account for such a close-knit team was not beneficial.

During these eight years, she recruited independently and with her managers 121 agents, 4 managers, still working 35 agents and 2 current managers. One agent became an MDRT member for 2023, and there are 6 aspirants for 2024, assigned to 12 MDRT members until 2026. Above-average performance stands out for 10 agents with up to 4 years of experience and 10 with less than 2 years of experience.

The team values the advice of experienced directors from the company, including a man who currently has 30 years of experience in building and managing in the insurance industry, the opportunity to learn from such people is a treasure.

Today she is eligible for another promotion, Kinga will become a Senior Director, one of her managers will be promoted to Sales Area Director, and she will appoint 2 managers. Kinga recruited next 3 Managers with a development application for the position of Sales Area Director and built their structure after applying the current application.

She invariably repeats the recruitment in a continuous process.

Kinga continues to recruit Agents/Managers/Directors who will be the next leaders in the Team, which was built on entrepreneurship , support and sharing of knowledge , the lack of this knowledge led to the collapse of her company as she became ill. The Team and their work culture is her greatest pride and professional success.

Over recent years, they have brought PLN 15,000,000 to the company, the goal for this year, for the 10th anniversary of work December 12, 2024

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Purpose:

1. Bring the result up to PLN 20,000,000
2. 60 happy Agents and their families.
3. One Sales Area Director and four Managers.

Plan:

1. work based on referrals
2. recruitment is a continuous process
3. winthebalance - design to win in life and work (time management)

Success :

Win together as always based on each Agent/Manager/Director's individual goals and work plans.

Award :

1. Agents and managers will achieve their life and work goals.
2. The structure will be enriched with new unique personalities and opportunities for further development.
3. They will gain the opportunity to develop and properly manage their personal and professional time, the things they value most.

She recruits and works with people based on one principle: HONESTY, which allows her and the Managers to create individual development programs for each Agent and build interpersonal relationships, which has led to the creation of a mutual culture of support and knowledge sharing in their team.

Today, as a member of the MDRT Center for Field Leadership and a Student of the Mental Coach Academy, she cares about her greatest passion - the People from whom she learns a mutual support culture every day, each of which is her greatest professional success. She cares about developing and building new management leaders and MDRT members. This is her 2nd year as a member of MDRT Center for Field Leadership, team already have a goal: MDRT CULTURE OF EXCELLENCE AWARDS - DAIAMOND AGENCY

PZU Życie SA invests a lot in people, they want to develop and there are many people like that in its team.

MDRT is a topic that is not just success in itself, it is a way to achieve many goals in life and work, and above all, development and knowledge of the sales, management and life culture from around the world.

Member MDRT Center of Field Lidership 2023 and 2024